

VZCZCXRO1511
RR RUEHIK
DE RUEHAH #1532 3311204
ZNR UUUUU ZZH
R 271204Z NOV 09
FM AMEMBASSY ASHGABAT
TO RUEHC/SECSTATE WASHDC 3812
INFO RUCNCLS/ALL SOUTH AND CENTRAL ASIA COLLECTIVE
RUCNCIS/CIS COLLECTIVE
RUCNMEM/EU MEMBER STATES COLLECTIVE
RUEHAK/AMEMBASSY ANKARA 5933
RUEHBJ/AMEMBASSY BEIJING 3635
RUEHKO/AMEMBASSY TOKYO 3494
RUEHIT/AMCONSUL ISTANBUL 4175
RUCNDT/USMISSION USUN NEW YORK 1273
RHMCSUU/CDR USCENCOM MACDILL AFB FL
RUEHVEN/USMISSION USOSCE 4127
RUEAIIA/CIA WASHDC
RHEFDIA/DIA WASHDC
RHEHNSC/NSC WASHDC
RUEKJCS/SECDEF WASHDC
RUEKJCS/JOINT STAFF WASHDC
RUCPDOG/DEPT OF COMMERCE WASHDC
RUEATRS/DEPT OF TREASURY WASHDC
RUEHRC/DEPT OF AGRICULTURE WASHDC

UNCLAS ASHGABAT 001532

SENSITIVE
SIPDIS

STATE FOR SCA/CEN; EEB;
ANKARA FOR AGRICULTURE COUNSELOR

E.O. 12958: N/A
TAGS: [EAGR](#) [EINV](#) [ETRD](#) [BO](#) [TX](#)
SUBJECT: BELARUS COMPANIES DOMINATE TURKMENISTAN
AGRICULTURE TRADE SHOW

REF: Ashgabat 1153

11. (U) Sensitive but unclassified. Not for Internet distribution.

12. (U) On November 25-27, Ashgabat hosted an agriculture trade show, during which producers of agriculture equipment from the Commonwealth of Independent States (CIS) exhibited their equipment and demonstrated new technologies. Along with local agricultural companies, which included some state enterprises and several private food producers, there were representatives from sixteen Belarusian companies. The Belarusian companies were promoting a wide range of products, including wheat harvesters, tractors, pumps, fertilizers, food processing equipment, and textiles. A Georgian aviation factory was offering water pumps. Russian companies Agromashholding and Agroleasing displayed harvesters, tractors, fertilizers, and farm management technologies.

13. (U) Along with CIS companies, some Western companies also participated in the trade show. The German company KSA-AWN-Agralis was offering water pumps. EuroTech, a branch of Austria-based IPC Group, showed equipment from several Western companies for which it is the official distributor, including German Liebherr, American Terex, British JCB, as well as John Deere and Case New Holland (reftel). According to the representative of EuroTech, the company has signed a contract with a local private sector company to supply 50 units of road construction equipment. The Japanese companies Itochu and Komatsu displayed earth moving and road construction equipment.

14. (SBU) COMMENT: The fact that Belarusian companies were heavily represented at the trade show can be explained by the relatively low prices for their

products. The Belarusian tractors have gained a good reputation among local farmers for their cheap prices and easy handling. While the Turkmen Government will still prefer to deal with internationally known producers like John Deere, Case New Holland, Itochu, and Komatsu, it is likely that Belarusian equipment will remain more popular among private sector equipment buyers. END COMMENT.

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